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AGRICULTURAL COOPERATION

December 28, 1929

Vol. VII, No. 26.

A NEW PROGRAM FOR THE NEW YEAR

This issue of Agricultural Cooperation completes Volume VII which will be the last of the publication in its present form. An index covering the past year is being prepared and will be ready for distribution in a few weeks. Those desiring copies should address their requests to the Division of Cooperative Marketing, Federal Farm Board, Washington, D. C.

It has been the purpose of the editors of the publication during the past seven years to present in an unbiased manner the facts and figures which would tell the story of the beginnings in America of farmer-controlled cooperative marketing and purchasing, the development of the more successful and larger enterprises, and the spread over the country of the cooperative method of handling farm business.

While Agricultural Cooperation will no longer be issued in its present form, it is quite probable that the type of material which has made up the contents of the publication will be prepared for dissemination in some other form.

Persons wishing to continue to receive such information as may be available for distribution should make their requests in writing, stating the use which they make of the information and the necessity of their continuing to receive the same. Such requests should be addressed to the Division of Cooperative Marketing, Federal Farm Board, Washington, D.C.

LEGAL, ECONOMIC, AND ORGANIZATION INFORMATION
COLLECTED BY THE
DIVISION OF COOPERATIVE MARKETING
FEDERAL FARM BOARD
WASHINGTON, D.C.

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AGRICULTURAL COOPERATION

December 23, 1929

Vol. VII, No. 26.

THIRTEENTH YEAR FOR INTER-STATE MILK PRODUCERS

More than 700 milk producers attended the thirteenth annual meeting of the Inter-State Milk Producers' Association, Philadelphia, November 19 and 20. Two hundred fifteen of those attending were delegates representing the 292 locals into which the membership of the association has been grouped.

The meeting was largely given over to the receiving of reports, a review of the various activities of the association and its affiliated organization, the Philadelphia Inter-State Dairy Council, and consideration of the operating policies of the association.

During the year ending October 31, 1929, 1,143 new membership contracts were signed and the number of local groups for educational purposes was increased by five. Each group had held from one to four meetings during the year. The programs of these meetings included local speakers, entertainment features, and business sessions. More than 27,100 stock certificates have been issued in the 13 years that the association has been active.

The board of directors, consisting of 24 members, held six meetings, with an average attendance of 97 per cent.

Members of the association delivered 803,318,111 pounds of milk in the year ending October 31. The sales value of this milk f. o. b. Philadelphia, was approximately \$29,250,000. The weighted average price for milk of 4 per cent butterfat content, f. o. b. Philadelphia, was \$3.642 per hundredweight.

The men in the field and testing department made 4,878 farm calls during the twelve months. They also inspected the 145 cooperating milk plants and made 87,078 tests for butterfat in samples.

The women milk producers attending the annual meeting held a special session at which consideration was given to the educational and spiritual factors of cooperation. There was a short play, designed to emphasize the virtues of cooperation, a talk entitled "The Cooperative Woman," a demonstration of the possibilities of school lunches, and a description of a project to teach farm children the fundamentals of cooperation in civic matters.

One hundred ninety-two salesmanship schools were held last year by the Philadelphia Inter-State Dairy Council for the drivers of milk wagons. The drivers were given lessons in how to sell the product which they handle. These schools had a total attendance of 6,620. During the year the Council distributed 1,198,966 pieces of printed matter and arranged for showing films which reached 212,000 people. Also it had under inspection 16,225 dairies and made 29,377 inspections.

VIRGINIA ASSOCIATION REPORTS LARGER SALES

For the year ending August 31, 1929, the Valley of Virginia Co-operative Milk Producers' Association, Harrisonburg, Va., reports total net sales of \$410,467, of which \$316,346, or 77.06 per cent, was remitted to the producers. The sales figure was made up of the following items: sweet cream, \$285,283; fluid milk, \$33,356; powdered skim, \$26,942; whole condensed, \$24,335; skim condensed, \$19,205; sour cream, \$12,634; skim, \$3,709. Sales for the year ending August 31, 1928, amounted to \$291,104, of which 69.74 per cent went to the producers.

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NEW DAIRY PERIODICAL FROM VERMONT

A new dairy periodical entitled, "Vermont Dairy News," is the organ of a new association, the Vermont Dairies, Inc., Burlington, Vt. The publication is an illustrated monthly containing dairy information, editorials, special signed articles, and other features.

Eight creameries make up the membership of the Vermont Dairies, Inc. All are engaged in shipping milk into southern New England. Under the by-laws of the overhead organization the member creameries are permitted to continue to market their own milk with certain restrictions. However, the Vermont Dairies, Inc., stands ready to assist and may undertake marketing work later on.

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PRODUCTS MARKETED BY OHIO FARM BUREAU

Figures issued by the Fayette County Cooperative Marketing Association, Washington Court House, Ohio, for three seasons, show considerable increases in the quantities of whole milk, poultry, and eggs handled, while the quantity of buttermilk is somewhat smaller. The statement giving monthly figures, is summarized below:

Year	Butterfat handled (Pounds)	Whole milk handled (Pounds)	Eggs (Dozens)	Poultry (Pounds)
1927	* 64,813	* 1,384,661	*169,276	*119,050
1928	72,835	1,292,205	152,582	145,874
1929	# 64,213	# 1,858,752	#191,915	#162,628

* Last ten months of year.

First eleven months of the year.

FARMERS' ELEVATOR ACTIVITY IN ILLINOIS

A recent study of farmers' elevator associations in Illinois, made by the Agricultural Experiment Station of the University of Illinois, indicates that these farmer-operated enterprises have been improving their financial status during the past year.

Summaries prepared from financial reports for the 1927-28 and the 1928-29 marketing seasons show that the net worth per \$1 of capital stock outstanding increased from \$1.16 to \$1.37 during the 1928-29 year. Net earnings per \$100 of net worth were \$9.50 for 171 associations for the 1927-28 season, and \$11.59 for 169 associations for the 1928-29 season. This was a gain of \$2.09 for the twelve months period. Net earnings per \$100 of outstanding capital stock increased from \$11.16 to \$15.89, a gain of \$4.73. Those making the study state that a part of the improvement indicated by the above figures was due to the fact that some of the smaller associations which had availed themselves of auditing service in the earlier year had discontinued this service and their places had been taken by stronger organizations.

The average amount of outstanding capital stock for the 169 associations for the 1928-29 year was \$20,818 and the average net worth was \$28,546 per association. These figures indicate an average surplus for the 169 associations of \$7,728.

Twenty per cent of the 169 associations had net earnings of less than 4 per cent of net worth for the 1928-29 season. In the case of 32 per cent of the associations the net earnings amounted to from 4 to 12 per cent of net worth; and for 33 per cent of the associations the net earnings amounted to more than 12 per cent. Nineteen per cent of the associations had earnings of more than 20 per cent.

Some of the associations making large earnings had small capital investments and because of this fact the percentage of net earnings is high.

Considerable variation in earnings was found for the associations in the different parts of the state. Those in the northern, central and eastern parts of the state made better showings than those in the western and southern parts.

A comparison of the average earnings for the 1927-28 and the 1928-29 seasons shows that the associations in all parts of the state, except the southern part, did better in the latter year than in the former.

The study shows that a large part of the net earnings made during the past year were left in the various enterprises as working capital. Sixty-seven of the associations paid dividends of some sort during the 1928-29 year. The audits show that seven associations made patronage refunds.

As the number of elevator associations included in the study is about one-third of all the associations of this type in the state, those making the study believe the averages obtained are fairly representative for the state.

KANSAS FARMERS TO HAVE NEW TERMINAL ELEVATOR

The Farmers' Union Jobbing Association, Kansas City, Kans., announces plans for building a terminal elevator at Salina. Owing their own handling facilities has been a dream of Farmers' Union members for years, and now the first step in the program is to be taken. The Jobbing Association has secured an option on a 10-acre site, conveniently located, and is planning to build an elevator with a capacity of 1,500,000 bushels. The elevator will be of concrete, modern in every detail, and so constructed that it may be increased to a capacity of 3,000,000 bushels. It will be equipped to mix, condition and grade grain, thereby putting the grain in the best possible condition to obtain the full market price.

TWELVE YEARS OF ELEVATOR OPERATION

Reports of the Armourdale Equity Elevator Company, near Rock Lake, N. Dak., show that eleven of its twelve years of operation have resulted in net earnings. The exceptional year was that of 1920-21 which brought a loss of \$7,499. The company was organized and incorporated in 1917 with 52 farmer-members. It operates a grain elevator and handles coal. It is an independent association; its members are not under contract, and it handles grain for nonmembers also. Patronage dividends are paid when earnings permit. A member may own 20 shares of capital stock with a par value of \$50 per share, but he has only one vote. There are now 52 members and about 90 patrons. Capital outstanding amounts to \$12,200, and the plant and equipment are valued at \$12,710.

Figures indicating in some measure the annual business of the company are given below. The grain handled includes wheat, durum, flax, rye, barley, and oats.

Year	Gross receipts of grain (Bushels)	Total	Net earnings
1917-18	43,377	\$63,074	\$1,945
1918-19	85,218	- - -	3,828
1919-20	83,173	- - -	4,225
1920-21	63,927	- - -	* 7,499
1921-22	17,061	- - -	613
1922-23	114,543	44,000	6,684
1923-24	66,182	75,000	1,503
1924-25	96,601	- - -	5,407
1925-26	141,760	- - -	3,385
1926-27	103,364	- - -	5,148
1927-28	81,328	- - -	4,312
1928-29	84,264	- - -	2,417

NEW GRAIN SALES AGENCY IN SOUTH DAKOTA

A new cooperative, the Equity Union Sales Company, has been formed with its main office at Aberdeen, S. Dak. This is an association of associations, its stockholders being recruited largely from the farmers' elevators in the spring-wheat area, and from individual members of such elevator companies. Stockholders will be limited to \$1,000 each of the capital stock of the company. The association will be affiliated with the Farmers' Equity Union, which has its headquarters at Greenville, Ill.

The new enterprise will be managed by a board of five directors elected for terms of three years. The management expects that the company will be ready to operate with the beginning of the 1930-31 grain marketing season.

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PLANS FOR NATIONAL BEAN SALES AGENCY

Delegates from seven states where beans are grown in large quantities, have approved a plan for a national cooperative organization to sell beans, and are working out plans for such an agency. At a meeting held in Denver in November under the auspices of the Colorado Bean Growers' Association, with a member of the Federal Farm Board as the chief speaker, the general plan for a national sales agency was presented and approved by the 70 delegates present. The general purposes of the proposed agency are stated as follows:

1. To provide central selling and distributing facilities which will eliminate sales competition between present associations.
2. To provide physical handling facilities at points where they can not conveniently be provided by existing associations.
3. To effectively advertise and merchandise all types of beans.
4. To accomplish greater market price stabilization.
5. To provide a strong agency through which the Federal Farm Board may function in making available to bean growers the benefits of the Agricultural Market Act.

The new association will also aid and strengthen the associations already in existence and encourage the formation of others, in order that they may be enabled to take advantage of the loans offered through the Federal Farm Board. It will be similar to the present sales agency of the Colorado and New Mexico bean pools but wider in scope with the object of eventually being an important factor in marketing beans in the United States.

ALBERTA WHEAT POOL OPERATIONS

Reports of officials of the Alberta Cooperative Wheat Producers, Ltd., Calgary, presented at the annual meeting of delegates, shows that in the 1928-29 season the Alberta pool handled 67,168,756 bushels of wheat. This was approximately 45.5 per cent of the total wheat marketed in the province, compared with 71,116,189 bushels the previous year, 46.5 per cent of the total. The volume handled in other years has been as follows: 1923-24, 34,218,980 bushels; 1924-25, 23,027,492; 1925-26, 45,159,505; 1926-27, 44,287,332.

The 67,168,756 bushels were received from approximately 43,500 members at 633 shipping points. The wheat fell into 95 grades. Net proceeds from sales amounted to \$63,543,366, and expenses amounted to \$349,068, .549 per cent of sales. Items of expense were as follows: operation, \$192,600; fixed charges, \$26,429; general, \$31,461; publicity, \$29,838; field service, \$51,503; organization, \$17,237.

As the first series contracts expired with the 1927 crop, it was necessary to sign members under a new contract. There was a hearty response on the part of the membership and since the 1928 annual meeting 5,819 contracts have been received, and on October 1, 1929, there were 40,915 growers signed under the new contract. According to the figures on the contracts these growers are cultivating 4,625,309 acres of wheat land, or approximately 62 per cent of the total wheat acreage of the province. This rapid increase in membership was secured without any special drive. During the year the association has also received 1,633 contracts for the coarse grains pool, bringing the membership of that pool to 5,019 with 275,706 acres under contract on October 31, 1929. The wheat pool membership is within 3,000 of the highest figure reached under the first contract, and the acreage is approximately a half million acres more than recorded under the first contract.

Deductions for elevator reserves in the 1928-29 season amounted to \$1,343,123, and the deductions for commercial reserves to \$817,906. The total of these deductions for the past five years is \$6,828,643.

The balance sheet of the Pool Elevators, Ltd., shows terminal elevators, country elevators, flour sheds, coal sheds, and dwellings, with a depreciated value of \$7,464,820, and furniture and equipment worth \$72,479. The association has 317 country elevators at 307 loading points. These elevators last season handled 47,661,093 bushels of grain, including considerable quantities of oats, barley, flax and rye. Through the pool's two terminal elevators at Vancouver and one at Prince Rupert, the association handled 38,439,774 bushels of grain. Eastward shipments were practically all directed to terminals operated by the Manitoba and Saskatchewan pools. The net result of the season's operations of the Alberta Pool Elevators, Ltd., according to the management, was a saving of \$585,473 to members who patronized these elevators. In connection with the 1929-30 operations the association has acquired elevator facilities at 122 additional points, making a total of 439 elevators.

PRE-COOLING PLANT SAVES MONEY FOR GROWERS

A pre-cooling plant erected by the Anaheim Cooperative Orange Association, Anaheim, Calif., was completed at the beginning of the 1928-29 season and the manager estimates that it has saved the growers at least \$20,000 after paying all expenses of its operation. The cost of pre-cooling was reduced nearly \$40 a car and the association handled approximately 700 cars of fruit during the year.

Another way in which the plant effects savings is that it affords cold storage facilities for 60 carloads of fruit in the nine cooling rooms, thereby giving the association an opportunity to care for that quantity when it seems inadvisable to ship.

The plant was built at a cost of \$73,000, including both building and equipment, and this cost is being amortized from the savings in freight and refrigeration costs.

The Anaheim association is a local of the Mutual Orange Distributors, Redlands.

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ASSOCIATION MERCHANDISES CANNING PEACHES

Following two seasons of overproduction, the California Canning Peach Growers, San Francisco, found the 1929 crop of cling peaches inadequate to meet the demands of the canners. Heavy frosts in the spring of 1929 cut the crop to approximately half that of the preceding year. The members began delivering to the canners on July 12 and finished deliveries on October 16.

Final payment on 1928 deliveries was made on April 25, 1929, and the 5 per cent withholdings from the crop of 1925 were returned to the growers who sold peaches in the 1925 pool. This refund amounted to \$54,489.

Each year the association packs for its account a portion of the crop which it sells to the trade. The quantity handled in this way the past season was smaller than usual on account of the crop shortage. About 80 per cent of the pack has been sold to date.

The 1928-29 season was the eighth year for the association. The expenses of operation were \$76,629, and the withholdings for working capital amounted to \$128,825, which amount will be refunded at the end of four years. Withholdings for the crops of 1926, 1927, 1928, and 1929, amount to \$267,726, which is the principal capital liability of the association.

The eighth annual report, for the 1928-29 season, shows a membership of 1,506 with an acreage of cling peaches amounting to 16,489 acres, compared with 1,390 members a year ago with 14,893 acres.

ONTARIO ONION GROWERS POOL THEIR PRODUCT

The Ontario Onion Growers' Cooperative, Ltd., Chatham, Ont., has a membership of about 130 in two counties. While this is not the first cooperative to handle onions in Ontario, it is the first to operate on a pool basis. Its predecessors sold the onions and remitted the proceeds to the individual growers after deducting expenses of operation.

In 1928 the association marketed \$421,923 worth of pooled onions, and also bought for its members, \$12,000 worth of onion bags.

A marketing agreement is in use. This covers five years ending in 1933. About 2,000 acres are under contract.

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VIRGINIA FARMERS HANDLE OWN PRODUCE

In its last marketing season, ending November 20, 1929, the Southwest Virginia Cooperative Exchange, Inc., Rural Retreat, Va., sold farm produce for its members to the amount of \$234,115. In terms of carloads of 24,000 pounds, this was 467 cars. Domestic cabbage constituted the major part of the business, 317 cars, nearly all crated, brought the sum of \$174,028. One hundred four cars of Danish cabbage brought \$36,180; 29 cars of potatoes, \$16,607; and 17 cars of rutabagas, sacked, \$7,300. Of the total receipts from sales the growers received \$206,581, and the year closed with earnings of \$5,554. The sales division is nonprofit and operates on an 8 per cent commission.

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IOWA WOOL MARKETED COOPERATIVELY

Wool growers in 32 counties in Iowa shipped 328,539 pounds of wool cooperatively in 1928. Nearly three-fourths of this quantity was included in local pools and about one fourth was shipped cooperatively but not pooled. The largest quantity handled cooperatively for any county was 56,327 pounds for Jefferson County. This wool was pooled locally and sold at prices ranging from 44 to 50 cents, according to grade.

More than half a million pounds of wool of the 1929 clip was handled cooperatively with the assistance of specialists representing the Iowa State College of Agriculture. The wool was concentrated at 20 points and sold in each instance to the highest bidder.

Most of the wool growers participating in this cooperative marketing activity are members of the Iowa Sheep and Wool Growers' Association, which receives a fraction of a cent for each pound of wool marketed through these local pools.

SOUTH CAROLINA COTTON COOPERATIVE OPTIMISTIC

Contracts and cotton are being received at the headquarters of the South Carolina Cotton Growers' Cooperative Association, Columbia. Several hundred new members have joined the association within the last few weeks, and several thousand more bales of cotton had been delivered to November 20 than in the entire season last year.

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NORTH CAROLINA COTTON DELIVERED EARLY

November was a record month for deliveries of cotton to the North Carolina Cotton Growers' Cooperative Association, Raleigh. Receipts rose from an average of 583 bales a day in September to 1,165 bales in November. This was even more surprising in view of the fact that the crop was short for the entire state and especially short in the territory of the association. On the first of November the deliveries were 1,600 bales below those of last year, and on the last day of November the record showed 8,396 bales more than on the same date last year.

This unexpected rush made it impossible for the classifiers to keep up with daily receipts and even with some extra help they are running about four days behind. The accounting department also was unable to keep up and was obliged to work every evening and part time on Sundays. Only a limited amount of extra help could be used to advantage and there has been some unavoidable delay in mailing statements and checks.

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TOBACCO POOL DISTRIBUTES NEARLY HALF MILLION

The Northern Wisconsin Cooperative Tobacco Pool, Madison, is returning its 1923 certificates of indebtedness six months before they are due. Holders of properly endorsed certificates will receive face value and two and one-half years' interest at 6 per cent, as interest has been paid to June 1, 1927. The distribution will amount to something more than \$100,000.

The Pool issued its first series of certificates of indebtedness in connection with the 1922 crop. These certificates were called in and paid March 1, 1927, long before they were due.

Final settlement for most of the 1928 crop is to be completed before Christmas, 1929, with the distribution of more than \$350,000. In order to expedite the pool payment the checks will be sent out as promptly as possible and the itemized statements will be prepared and sent out later accompanied by the 1928 certificates of indebtedness.

Cost of marketing the 1928 stemming tobacco was three-fourths of one cent per pound, and for the sorting tobacco, one cent per pound. The Pool will retain one-half cent per pound for working capital and issue certificates of indebtedness to cover the amount.

NEW EGG MARKETING ASSOCIATION IN COLORADO

The Pueblo Poultry Cooperative Marketing Association, Pueblo, Colo., organized in 1928, began operating March 20, 1929, and by the close of September had sold eggs to the value of \$1,532.

Although the association started with about 20 members it now has 49 who are under contract to deliver the eggs produced by their flocks to the association. Provision is made for both withdrawal and dismissal of members under certain conditions.

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ANNUAL SALES INCREASE BY THREE MILLIONS

During a period of twelve months the sales of the Washington Co-operative Egg and Poultry Association, Seattle, have increased nearly two million dollars. The gain in the egg department, amounted to \$869,063 more than in the previous year. Retail sales of feed increased by \$677,684, and poultry sales by \$270,354. Sales of egg meats fell off by \$34,363. Pads for egg cases, manufactured by the association, brought \$3,281 more than in 1928, and the poultry cannery was operated for the first time the present year, therefore its total sales of \$91,351 were an increase. The percentage increases for the year were: egg department, 12.3 per cent; retail feed, 14.8 per cent; poultry department, 61.9 per cent; pad manufacturing department, 29 per cent. The egg meats department shows a decrease of 12.5 per cent.

A financial statement dated October 2, 1929, prepared by the association, shows the total volume of sales for 1928-29 to be \$14,243,676, or \$1,877,350 more than for the preceding year.

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COOPERATIVE TURKEY SALES IN ALABAMA

Twenty-five cars of turkeys were shipped cooperatively from Alabama for the Thanksgiving market under the direction of the Alabama Farm Bureau and Extension Service officials of the state. The poultry weighed 372,000 pounds and brought \$93,335, about 25 cents a pound. County agents, district agents and others, all aided in arranging the sales, dates and places and in carrying out the program. Arrangements were begun immediately for the Christmas sales.

Cooperative selling of turkeys began in Alabama in 1926 and that year seven cars went forward for the Thanksgiving trade and six cars for the Christmas trade, netting the producers \$48,000. In 1927 twenty-one cars were shipped for Thanksgiving and ten more for Christmas, with returns of \$125,000. Cooperative shipments in 1928 totaled 26 cars with returns of \$101,000.

With the Thanksgiving pool of this year the Alabama turkey producers have shipped 95 cars in the four years. This poultry weighed 1,224,000 pounds and sold for \$337,000.

HISTORICAL SKETCHES, NO. 10. EGG MARKETING ASSOCIATIONS

Cooperative egg marketing began at least as early as 1874. The Grangers, in their early enthusiasm, were ready to undertake almost any business venture, and in 1874 the Illinois State Grange established a Poultry and Egg Exchange in Chicago, but its career was brief.

The next attempt seems to have been the Santa Rosa Poultry and Egg Exchange which began business in Santa Rosa, Calif., in 1901, was incorporated in 1911, and continued in business 22 years. Its membership ranged from 200 to 300, about 75 per cent of whom were farmers. Besides buying and selling eggs and poultry, the Exchange dealt in hay, grain, mill feeds, and other supplies. Egg shipments were chiefly by express, few cars being loaded out. The volume of business reached \$546,441 in 1921. Following losses in 1922 and 1923, the members decided to sell the business to the manager, he "taking over everything and everybody satisfied."

Meanwhile other groups had organized to sell eggs, notably the group which made three futile attempts before it became the Poultry Producers of Central California, Inc. The first venture in 1905, was the Sonoma County Poultry Association which maintained branches at seven points and tried several plans of marketing eggs, none entirely satisfactory. Next came the Petaluma Egg Exchange, in the spring of 1909, a much smaller organization which met its downfall in April, 1911, through mismanagement, resulting in heavy losses for some members. The Sonoma County Poultry Producers' Federation, in 1914 was third in line. Through this the producers sold the eggs from about 160 ranches to a well known firm at an agreed price for eggs fit for cold storage. Other dealers immediately attacked this firm as guilty of making a contract with producers, which was contrary to one of the first rules of many California business men. However, the Federation continued its work for three years, 1914, 1915 and 1916, then the poultrymen reorganized and began anew on January 1, 1917, as the Poultry Producers of Central California, Inc., an organization which now has about 4,000 members and handles 70,000,000 cases of eggs per year.

Other organizations of commercial poultrymen formed during these years include the following: the Tulare County Cooperative Poultry Association, Tulare, Calif., 1913; the Poultry Producers of Southern California, Los Angeles, 1917; the Poultry Producers of San Diego, 1917; the Washington Cooperative Egg and Poultry Association, Seattle, 1917; and the Pacific Cooperative Poultry Producers, Portland, Oreg., 1920.

Owners of farm flocks were also seeking better marketing methods. Some of their pioneer associations were: the Central New York Egg and Poultry Shippers' Association, Auburn, 1908; the Dassell Egg-Producing Association, Dassell, Minn., 1908 or 1909; the Blue Mounds Egg Association of Wisconsin, in 1910; the Cheshire Poultry Association, Cheshire, Oreg., 1914; also the "Egg circles" in a number of the states, beginning about 1913.

BIBLIOGRAPHY OF COOPERATIVE LIVESTOCK MARKETING

"A List of References on the Cooperative Marketing of Livestock," compiled by Chastina Gardner of the Division of Cooperative Marketing, is now available for distribution.

There are 66 entries, including publications of the U. S. Department of Agriculture, State publications, books, pamphlets, and periodical articles.

Copies of the list may be procured by addressing the Division of Cooperative Marketing, Federal Farm Board, Washington, D. C.

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MARKETING DRIED FRUITS IN EUROPE

An address entitled "Some Problems of Marketing Dried Fruits in Europe," by M. J. Newhouse, of the Division of Cooperative Marketing, has been mimeographed and copies are available for distribution. The paper summarizes the results of several months' study of fruit production and fruit marketing in a number of the countries of Europe, with special consideration of factors affecting the markets for prunes and other dried fruits from the United States.

Copies of the paper may be procured from the Division of Cooperative Marketing, Federal Farm Board, Washington, D. C., or from the Bureau of Agricultural Economics, United States Department of Agriculture.

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REPORT ON CONSUMER DEMAND FOR CANNED PEACHES

"Problems Involved in the Marketing of California Canned Peaches," is the title of a pamphlet of sixty pages issued by the California Canning Peach Growers, San Francisco, Calif. The publication contains the results of a market survey carried on jointly by the United States Department of Agriculture, the University of California, the California Department of Agriculture, and the California Canning Peach Growers.

The purpose of the study was "to determine the extent to which the marketing mechanism is functioning with respect to consumer demand for canned peaches, and to determine the possibility of increasing its effectiveness."

The study indicates that the canning peach industry faces the problem of increasing consumer interest in order to market effectively the supplies that are in prospect. Through the survey it was found that "housewives and institutional buyers have definite preferences in canned peaches, the outstanding basis of these preferences being: flavor, sweetness, size, uniformity, price, color, freedom from blemishes, and workmanship."

REPORTED BY THE ASSOCIATIONS

A number of farmers in the vicinity of Champaign, Ill., have recently organized the Soybean Marketing Association to market their crops to better advantage and also to raise the production and handling of soybeans to a higher level of efficiency.

More than 2,300 volumes were loaned from the library of the Manitoba Wheat Pool, Ltd., Winnipeg, Canada, during the 1928-29 season. This was a gain of more than 100 per cent over the preceding year. Among the subjects covered by the books in this library are: agriculture, cooperation, economics, education, history, science, and sociology.

Casein cold water paint and casein whitewash are being put on the market by the Land O'Lakes Creameries, Inc., Minneapolis. Both commodities are in the nature of by-products obtained in the manufacture of butter. The paint and the whitewash are put up in packages of 100 pounds, 50 pounds, 25 pounds, and 5 pounds. Dairy farmers are urged to use the products to brighten up their dairy barns, milk houses, etc.

New markets for boxed apples of the Northwest are now open in South America, as a steamship line plying between the west coast of North America and the west coast of South America has equipped five of its large ships with refrigerator compartments capable of carrying 3,000 boxes each. Boxed apples had already found their way into some of the towns of the west coast of South America but heretofore they had been carried 3,000 miles across this country and shipped from New York.

Articles of incorporation of the Magtex Fig Association were adopted at a meeting of fig growers at Houston, Texas, November 13. The association was formed for the purpose of receiving, processing, packing, and marketing the figs produced in the Gulf Coast area of Texas. Provision has been made for issuing \$15,000 of common stock and \$10,000 of 8 per cent cumulative preferred stock. Each member will be required to purchase one share of common stock with a par value of \$2.50 for each acre of fig orchard. Headquarters will be at Houston.

A group of Missouri farmers organized the Missouri Farmers' Co-operative Marketing Association, Fulton, on May 17, 1929, to market their dairy and poultry products. In October, the fifth month of operation, the association sold cream, poultry and eggs to the value of approximately \$5,580. The sales included about 11,000 pounds of poultry, 200 cases of eggs, and 2,000 pounds of butterfat. The association was sponsored by the Callaway County Farm Bureau to provide a better market for dairy and poultry products, and eventually to sell these products according to grade.

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- Edwards, Sidney A. Eggs Well Marketed: Connecticut Director of Marketing Describes Connecticut Cooperative Egg Marketing over Radio. Eastern States Cooperator, Springfield, Mass., December, 1929. p. 11.
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